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#### PART III

ANNUAL AUDITED REPORT **FORM X-17A-5** 

#### **FACING PAGE** Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| REPORT FOR THE PERIOD BEGINNING                          | 7/1/04                                   | AND ENDING      | 6/30/05             |         |
|--|--|-----------------|---------------------|---------|
|  | MM/DD/YY                                 |                 | MM/DD/YY            |         |
| A. REGIS   | STRANT IDENTIFICA                        | ΓΙΟΝ            |                     |         |
| NAME OF BROKER-DEALER: Wunderlic                         | h Securities Inc                         | - 0             | OFFICIAL US         | E ONLY  |
| ADDRESS OF PRINCIPAL PLACE OF BUSIN                      | IESS: (Do not use P.O. Box I             | No.)            | FIRM I.D.           | NO.     |
| 6305 Humphreys Blvd., Suit                               | e 210                                    |                 |                     |         |
|  | (No. and Street)                         |                 | RECE                | TO S    |
| Memphis  | TN                                       | 3               | 8120 🐔 🔭 ECE        | AED 100 |
| (City)   | (State)                                  | (               | Zip Code) AUG 2     | 9 2005  |
| NAME AND TELEPHONE NUMBER OF PER                         | SON TO CONTACT IN REG                    | ARD TO THIS REI | PORT                | 2000    |
|  |  |                 | (Arca Code Telepho  | GEN HER |
| P ACCO   | UNTANT IDENTIFICA                        | TION            | (Anea code Applepho |         |
| INDEPENDENT PUBLIC ACCOUNTANT who Watkins Uiberall, PLLC | ose opinion is contained in th           | is Report*      |                     | i<br>İ  |
|  | lame – if individual, state last, first, | middle name)    |                     | †       |
| 6584 Poplar Ave., Suite                                  | 200 Memphis                              | TN              | 38138               |         |
| (Address)  | (City)                                   | (State)         | (Zip                | Code)   |
| CHECK ONE: /   |  |                 |                     |         |
| Certified Public Accountant                              |  |                 |                     |         |
| ☐ Public Accountant                                      |  |                 | PROMISE             | ED      |
| ☐ Accountant not resident in United                      | l States or any of its possession        | ons.            | SIP 0 2 21          | IJ      |
| F  | OR OFFICIAL USE ONL                      | Y               | THOMEON             |         |
|  |  |                 |                     |         |
|  |  |                 |                     |         |

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

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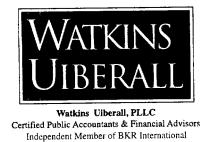
#### OATH OR AFFIRMATION

| I, Gary K. Wunderlich  | , swear (or affirm) that, to the best of   |
|--|--|
| my knowledge and belief the accompanying f   | inancial statement and supporting schedules pertaining to the firm of                  |
| Wunderlich Securities, In  |  |
| of June 30   | , 2005, are true and correct. I further swear (or affirm) that                         |
|  | tor, principal officer or director has any proprietary interest in any account         |
| •  |  |
| classified solely as that of a customer, except  | as follows:  |
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| TENNE<br>NOT   | ADV .  |
| \O\ PUE  | Nonatite   |
| San Carlotte   | Chief Executive Officer  |
| Yo   | TP:41  |
| MA COMMISSION EXP  | RES MARCH 25, 2008   |
| Komma M. Cade  |  |
| Notary Public  |  |
|  |  |
| This report ** contains (check all applicable  | poxes):  |
| (a) Facing Page.   |  |
| (b) Statement of Financial Condition.  |  |
| <ul> <li>□ (c) Statement of Income (Loss).</li> <li>□ (d) Statement of Changes in Financial C</li> </ul> | ondition   |
|  | s' Equity or Partners' or Sole Proprietors' Capital.                                   |
| (f) Statement of Changes in Stockholder  |  |
| (f) Statement of Changes in Educations (S) (g) Computation of Net Capital.                               | doordinated to Claims of Creditors.  |
|  | eserve Requirements Pursuant to Rule 15c3-3.   |
|  | on or Control Requirements Under Rule 15c3-3.  |
|  | ate explanation of the Computation of Net Capital Under Rule 15c3-3 and the            |
| Computation for Determination of th  | e Reserve Requirements Under Exhibit A of Rule 15c3-3.                                 |
| ☐ (k) A Reconciliation between the audited   | and unaudited Statements of Financial Condition with respect to methods of             |
| consolidation.   |  |
| 🔯 (l) An Oath or Affirmation.  |  |
| (m) A copy of the SIPC Supplemental Re   |  |
| (n) A report describing any material inade   | equacies found to exist or found to have existed since the date of the previous audit. |

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Wunderlich Securities, Inc. Memphis, Tennessee

We have audited the accompanying statements of financial condition of Wunderlich Securities, Inc., a wholly owned subsidiary of Wunderlich Investment Company, Inc., (the Company) as of June 30, 2005 and 2004, and the related statements of changes in financial condition, changes in stockholders' equity, changes in liabilities subordinated to the claims of general creditors, and cash flows for the years then ended that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Wunderlich Securities, Inc. as of June 30, 2005 and 2004, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information as listed in the table of contents is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Memphis, Tennessee August 5, 2005 Wathins Cliberall, PLIC

#### STATEMENTS OF FINANCIAL CONDITION

June 30, 2005 and 2004

| <u>Assets</u>   |      |           |                 |
|---|------|-----------|-----------------|
|   |      | 2005      | <br>2004        |
| Cash and cash equivalents   | \$   | 860,961   | \$<br>901,020   |
| Cash segregated under federal and other regulations   |      | 100,000   | 100,000         |
| Securities owned, at estimated fair value   |      | 449,972   | 265,807         |
| Receivable from clearing organization   |      | 960,734   | 903,086         |
| Receivable from other brokers or dealers  |      | 152,657   | 5,400           |
| Prepaid expenses  |      | 155,427   | 121,022         |
| Deferred expenses   |      | 213,305   | 431,388         |
| Receivable from affiliates  |      | 45,176    | 288,951         |
| Property and equipment, net of accumulated depreciation   |      | 461,907   | 471,690         |
| Other assets  |      | 508,032   | 247,232         |
| Deferred taxes  |      | 384,892   | <br>192,201     |
|   |      | 4,293,063 | \$<br>3,927,797 |
| Liabilities and Stockholders' Ec  | uity | 7         | ;<br>;<br>;     |
| Liabilities:  |      |           |                 |
| Accounts payable and accrued expenses   | \$   | 358,064   | \$<br>475,213   |
| Accrued commissions and bonuses   |      | 796,897   | 592,932         |
| Securities sold, not yet purchased, at market value   |      | 235,367_  | <br>32,686      |
|   |      | 1,390,328 | 1,100,831       |
| Stockholders' equity:   |      |           |                 |
| Preferred stock, 9% noncumulative, \$40 par value; 7,500 shares authorized, issued, and outstanding               |      | 300,000   | 300,000         |
| Common stock, \$1 par value; 100,000 shares authorized, 62,862 shares issued and outstanding at June 30, 2005 and |      |           |                 |
| 60,195 shares issued and outstanding at June 30, 2004   |      | 62,862    | 60,195          |
| Additional paid-in capital  |      | 3,468,977 | 3,071,644       |
| Accumulated deficit   |      | (929,104) | <br>(604,873    |
|   |      | 2,902,735 | <br>2,826,966   |
|   | \$   | 4,293,063 | \$<br>3,927,797 |

#### STATEMENTS OF CHANGES IN FINANCIAL CONDITION

For the Years Ended June 30, 2005 and 2004

|   | 2005          | 2004          |
|---|---------------|---------------|
| Revenues:   |               |               |
| Commissions and trading gains                       | \$ 14,958,487 | \$ 13,582,224 |
| Interest and dividend income                        | 381,958       | 179,528       |
| Total revenues                                      | 15,340,445    | 13,761,752    |
| Expenses:   |               |               |
| Employee compensation and benefits                  | 10,947,885    | 9,165,285     |
| Communications                                      | 931,338       | 764,483       |
| Occupancy and equipment                             | 1,266,117     | 1,100,879     |
| Insurance   | 57,761        | 79,071        |
| Professional fees                                   | 666,682       | 368,463       |
| Brokerage and clearing costs                        | 978,572       | 905,728       |
| Other selling, general, and administrative expenses | 1,009,012     | 1,115,746     |
| Total expenses                                      | 15,857,367    | 13,499,655    |
| Income (loss) before taxes                          | (516,922)     | 262,097       |
| Deferred tax benefit                                | 192,691       | 192,201       |
| Net income (loss)                                   | \$ (324,231)  | \$ 454,298    |

# (A WHOLLY OWNED SUBSIDIARY OF WUNDERLICH INVESTMENT WUNDERLICH SECURITIES, INC. COMPANY, INC.)

# STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY

For the Years Ended June 30, 2005 and 2004

| •                        | Preferred | ed Stock   | Commo  | Common Stock     | Additional<br>paid-in | Accumulated               | Total<br>stockholders' |
|--------------------------|-----------|------------|--------|------------------|-----------------------|---------------------------|------------------------|
| . •                      | Shares    | Amount     | Shares | Amount           | capital               | deficit                   | equity                 |
| Balance at July 1, 2003  | 7,500     | \$ 300,000 | 60,195 | \$ 60,195        | \$ 3,071,644          | \$ (1,059,171)            | \$ 2,372,668           |
| Net income               |           | '          | 1      | ľ                | •                     | 454,298                   | 454,298                |
| Balance at June 30, 2004 | 7,500     | 300,000    | 60,195 | 60,195           | 3,071,644             | (604,873)                 | 2,826,966              |
| Sale of stock            | •         | i          | 2,667  | 2,667            | 397,333               | ı                         | 400,000                |
| Net loss                 | 1         | •          |        |                  | 1                     | (324,231)                 | (324,231)              |
| Balance at June 30, 2005 | 7,500     | \$ 300,000 | 62,862 | 62,862 \$ 62,862 | \$ 3,468,977          | \$ (929,104) \$ 2,902,735 | \$ 2,902,735           |

## STATEMENTS OF CHANGES IN LIABILITIES SUBORDINATED TO THE CLAIMS OF GENERAL CREDITORS

#### For the Years Ended June 30, 2005 and 2004

|  | <br>            |          |
|--|-----------------|----------|
| Subordinated borrowings at June 30, 2003 | \$<br>900,000   |          |
| Issuance of subordinated notes           | 700,000         |          |
| Payment of subordinated notes            | <br>(1,600,000) | <u>)</u> |
| Subordinated borrowings at June 30, 2004 | -               |          |
| Issuance of subordinated notes           | -               |          |
| Payment of subordinated notes            | <br>-           | _        |
| Subordinated borrowings at June 30, 2005 | \$<br> -        | =        |

#### STATEMENTS OF CASH FLOWS

For the Years Ended June 30, 2005 and 2004

|  | 2005            |    | 2004       |
|--|-----------------|----|------------|
| Cash Flows From (Used For) Operating Activities:         |                 |    |            |
| Net income (loss)  | \$<br>(324,231) | \$ | 454,298    |
| Adjustments to Reconcile Net Income to Net Cash Provided |                 |    |            |
| by (Used For) Operating Activities:                      |                 |    |            |
| Depreciation   | 232,586         |    | 204,956    |
| Changes Operating Assets and Liabilities:                |                 |    |            |
| Receivable from clearing organization                    | (57,648)        |    | (159,834)  |
| Receivables from other brokers or dealers                | (147,257)       |    | 67,890     |
| Prepaid expenses   | (34,405)        |    | 11,856     |
| Deferred expenses  | 218,083         |    | 171,924    |
| Receivable from affiliate                                | 243,775         |    | 79,783     |
| Securities owned   | (184,165)       |    | (185,819)  |
| Other assets   | (260,800)       |    | (82,412)   |
| Deferred taxes   | (192,691)       |    | (192,201)  |
| Accrued commissions and bonuses                          | 203,965         |    | 189,233    |
| Accounts payable and accrued expenses                    | (117,149)       |    | 64,108     |
| Securities sold not yet purchased                        | 202,681         |    | 32,637     |
| Total adjustments  | 106,975         |    | 202,121    |
| Net cash from (used for) operating activities            | (217,256)       |    | 656,419    |
| Cash Flows Used For Investing Activities:                |                 |    |            |
| Purchase of property and equipment                       | (222,803)       |    | (93,851)   |
| Cash Flows From (Used For) Financing Activities:         |                 |    |            |
| Principal payments on notes payable                      | -               |    | (279,353)  |
| Proceeds from issuance of subordinated debt              | _               |    | 700,000    |
| Principal payments on subordinated debt                  | -               | (  | 1,600,000) |
| Sale of common stock                                     | <br>400,000     | `  |            |
| Net cash from (used for) financing activities            | <br>400,000     | (  | 1,179,353) |

#### STATEMENTS OF CASH FLOWS (CONTINUED)

For the Years Ended June 30, 2005 and 2004

|   | 2005       | 2004       |
|---|------------|------------|
| Net decrease in cash and cash equivalents   | (40,059)   | (616,785)  |
| Cash and cash equivalents beginning of year | 901,020    | 1,517,805  |
| Cash and cash equivalents end of year       | \$ 860,961 | \$ 901,020 |
| Supplemental disclosures:                   |            |            |
| Cash paid during the year for interest      | \$ 7,770   | \$ 19,403  |
| Cash paid during the year for income taxes  | \$ -       | \$ -       |

#### NOTES TO FINANCIAL STATEMENTS

For the Years Ended June 30, 2005 and 2004

#### **NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

#### Organization and Nature of Operations

Wunderlich Securities, Inc. (the Company) is a fully disclosed broker-dealer of investment securities. Primarily, the Company is a retail broker, and has branch offices in Memphis, Tennessee, Houston, Texas, St. Louis, Missouri, Chicago, Illinois, and New York, New York. Since the Company is a fully disclosed broker-dealer, substantially all of its transactions are cleared through a clearing firm. The Company is a wholly owned subsidiary of Wunderlich Investment Company, Inc.

#### Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1(a)(1)), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At June 30, 2005 the Company had net capital of \$901,017, which was \$651,017 in excess of its required net capital of \$250,000. The Company's net capital ratio was 1.47 to 1. At June 30, 2004 the Company had net capital of \$1,132,502, which was \$882,502 in excess of its required net capital of \$250,000. The Company's net capital ratio was 1.19 to 1.

#### Clearing Arrangement

All customer accounts, other than certain mutual funds, are carried with First Clearing, LLC (First Clearing), a member of the New York Stock Exchange and Daiwa Securities (Daiwa), a member of the New York Stock Exchange. The Company's commissions are collected by First Clearing and Daiwa as the Company's clearing firms. The clearing firms remit the commissions, net of clearing charges, to the Company on a bi-monthly basis in the month following the date of the transactions.

#### **Customer Transactions**

The Company does not hold any securities in safekeeping for its clients.

#### Cash and Cash Equivalents

The Company maintains cash balances at several banks. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$100,000.

For purposes of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

#### **Securities Transactions**

Proprietary securities transaction in regular-way trades are recorded on the trade date, as if they had settled. Profit and loss arising from all securities transactions entered into for the account and risk of the Company are recorded on a trade date basis. Customers' securities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

Amounts receivable and payable for securities transactions that have not reached their contractual settlement date are recorded net on the statement of financial condition.

Marketable securities are valued at market value, with unrealized gains and losses included in operations.

#### **Deposits with Clearing Organization**

The Company maintains a margin account with First Clearing and Daiwa. Depending on the Company's cash needs or the amount of securities inventory at the time, this account may represent excess cash on deposit or margin loan payable.

Included in cash and cash equivalents are two special deposit accounts that First Clearing and Daiwa require the Company to maintain on deposit with a minimum of \$100,000 in cash or equivalent for First Clearing and \$250,000 in cash or equivalent for Daiwa. These deposits are maintained in separate interest bearing accounts, which are pledged against margin indebtedness. At June 30, 2005 and 2004, the balances in the special deposit account for First Clearing amounted to \$101,884 and \$100,484, respectively. At June 30, 2005 and 2004, the balances in the special deposit account for Daiwa amounted to \$251,043 and \$0, respectively.

#### Property and Equipment

Property and equipment are recorded at cost. Depreciation expense is calculated using both straight-line and accelerated methods over the estimated useful lives of the assets, which range from two to seven years.

#### Income Taxes

The Company is included in the consolidated federal income tax return of Wunderlich Investment Company, Inc. Federal income taxes are calculated as if the Company filed on a separate return basis, and the amount of current tax or benefit calculated is either remitted to or received from Wunderlich Investment Company, Inc.

The Company has adopted Statement of Financial Accounting Standards Number 109, Accounting for Income Taxes (SFAS 109). Under SFAS 109 deferred income taxes arise from temporary differences between the financial statement and tax basis of assets and liabilities. The Company's deferred taxes primarily result from timing differences in the recognition of depreciation and net operating loss carryforwards for financial reporting and tax reporting purposes.

#### Preferred Stock

The Company did not pay nor declare any dividends for the years ended June 30, 2005 and 2004.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Advertising Costs

All advertising costs are expensed as incurred. Advertising costs for the years ended June 30, 2005 and 2004 was \$199,322 and \$63,192, respectively.

#### **NOTE 2 – SECURITIES OWNED**

Securities owned are carried at estimated fair value and consists of the following as of June 30:

|                          | <br>2005      |      | 2004    |
|--------------------------|---------------|------|---------|
| Governmental obligations | \$<br>248,800 | \$   | 199,587 |
| Corporate stock          | 176,095       |      | 9,956   |
| Corporate bonds          | <br>25,077    |      | 56,264  |
|                          | \$<br>449,972 | _\$_ | 265,807 |

#### **NOTE 3 – PROPERTY AND EQUIPMENT**

Property and equipment and the related accumulated depreciation consists of the following at June 30, 2005 and 2004:

|                                |    | 2005      | 2004         |
|--------------------------------|----|-----------|--------------|
| Office furniture and equipment | \$ | 1,197,577 | \$ 1,015,772 |
| Leasehold improvements         |    | 249,571   | 233,071      |
|                                | •  | 1,447,148 | 1,248,843    |
| Less accumulated depreciation  |    | (985,241) | (777,153)    |
|                                | \$ | 461,907   | \$ 471,690   |

Depreciation expense for the years ended June 30, 2005 and 2004 was \$232,586 and \$204,956, respectively.

#### **NOTE 4 – PROFIT SHARING PLAN**

The Company has a 401(k) profit-sharing plan for all full-time employees. The plan was restructured effective January 1, 2005. Under the plan in effect for the year ended June 30, 2004 and for the six months ended December 31, 2004, employees made non-elective contributions to this plan equal to 3% of their compensation. Employees were also allowed to voluntarily defer an additional portion of their compensation. The Company was allowed to make discretionary contributions to this plan, however, during the year ended June 30, 2004 and the six months ended December 31, 2004, no such contributions were made.

Effective January 1, 2005, the Company restructured its 401(k) profit sharing plan. The 401(k) plan is for all full-time employees, and provides for voluntary contributions to the plan. The Company matches fifty percent of employee's contributions up to four percent of employee deferrals. The Company's match for the six months ended June 30, 2005 was \$50,173. In addition to this match the Company may make discretionary profit sharing contributions to this plan. However, for the six months ended June 30, 2005, no such contributions were made. Employees become fully vested in employer contributions after three years of service.

#### **NOTE 5 – DEFERRED EXPENSE**

Wunderlich Securities, Inc. has entered into employment agreements with certain employees. Wunderlich Securities, Inc. advanced amounts to the employees in return for the employees' commitment to be employed for a specified period. The agreements call for Wunderlich Securities, Inc. to forgive these advances over the employment periods which range from 30 to 60 months. The advances are expensed ratably over the term of the agreements. Total expense for the years ended June 30, 2005 and 2004 was \$261,940 and \$248,178, respectively and is included in employee compensation and benefits.

#### **NOTE 6 – RELATED PARTY TRANSACTIONS**

The Company has receivables from related companies as of June 30, 2005 and 2004 as follows:

|   | <del></del> | 2005            | <br>2004                 |
|---|-------------|-----------------|--------------------------|
| Wunderlich Investment Company, Inc.<br>Wunderlich Capital Markets, Inc. | \$          | 35,927<br>9,249 | \$<br>138,177<br>150,774 |
|   | \$          | 45,176          | \$<br>288,951            |

During 2004, the Company recognized management fee income totaling approximately \$4,000 from WCM and paid Wunderlich Investment Company, Inc. \$480,000 in recovery of direct overhead expenses and other administrative and management services provided. These amounts are all included in other selling, general, and administrative expenses. No management fees were charged in 2005.

In the year ended June 30, 2005 the Company sold 2,667 shares of common stock to Wunderlich Investment Company, Inc. for \$400,000.

#### **NOTE 7 – INCOME TAXES**

The provision for income taxes consisted of the following for the years ended June 30, 2005 and 2004:

|                            |      | 2005    |    | 2004    |  |
|----------------------------|------|---------|----|---------|--|
| Federal                    | \$   | 142,637 | \$ | 139,203 |  |
| State                      |      | 50,054  |    | 52,998  |  |
| Total deferred tax benefit | _\$_ | 192,691 | \$ | 192,201 |  |

The tax effects of the temporary differences that give rise to significant portions of the deferred tax assets at June 30, 2005 and 2004 are as follows:

| Deferred tax assets related to:  |     | 2005      |      | 2004    |  |
|----------------------------------|-----|-----------|------|---------|--|
| Net operating loss carryforwards | •   | • (0 ( (0 | •    | 404.000 |  |
| Federal                          | \$  | 260,669   | \$   | 131,903 |  |
| State                            |     | 94,244    |      | 48,245  |  |
| Property and equipment, net      |     |           |      |         |  |
| Federal                          |     | 21,171    |      | 7,300   |  |
| State                            |     | 8,808     |      | 4,753   |  |
|                                  | \$  | 384,892   | \$   | 192,201 |  |
| Deferred tax assets              |     |           |      |         |  |
| Federal                          | \$  | 281,840   | \$   | 139,203 |  |
| State                            |     | 103,052   |      | 52,998  |  |
|                                  | _\$ | 384,892   | _\$_ | 192,201 |  |

Based on the Company's operating results and projections of future taxable income, management has determined that it is more likely than not that the Company will realize its deferred tax assets. Accordingly, at June 30, 2004, the Company eliminated the valuation allowance on its net deferred tax assets. At June 30, 2005, the Company does not consider a valuation allowance necessary.

As of June 30, 2005, the Company had net operating loss carryforwards for state and federal tax purposes. The federal net operating loss amounted to \$869,725 and expires between June 30, 2020 and June 30, 2025. The state net operating loss amounted to \$1,449,901 and expires between June 30, 2015 and June 30, 2025.

#### **NOTE 8 – OPERATING LEASES**

At June 30, 2005, the Company was obligated under various leases for office space and equipment. The future minimum lease payments as of June 30 are as follows:

| 2006       | \$   | 956,698   |
|------------|------|-----------|
| 2007       |      | 797,718   |
| 2008       |      | 629,553   |
| 2009       |      | 518,129   |
| 2010       |      | 336,628   |
| Thereafter |      | 1,078,566 |
|            | \$ 4 | 4,317,292 |

Rent expense for the years ending June 30, 2005 and 2004 was approximately \$946,393 and \$846,077, respectively.

As part of a building lease, the Company obtained a letter of credit from a bank in the amount of \$280,000. The required amount is reduced by \$50,000 per year until the remaining balance equals \$80,000. At June 30, 2005 and 2004, the remaining balance was \$80,000 and \$130,000, respectively.

#### **NOTE 9 – STOCK-BASED COMPENSATION**

The Company has established an incentive stock option plan, Wunderlich Securities, Inc. 2000 Long-Term Incentive and Compensation Plan (the Plan). The purpose of the Plan is to promote the Company's long-term growth and profitability by providing the Company's employees with incentives to improve stockholder value. The Plan permits the granting of stock options on the common stock of the Company's sole stockholder, Wunderlich Investment Company, Inc.

The options are granted at an exercise price equal to the estimated fair value and employees vest over a three-year period beginning in the third year after the grant. The options expire on the sixth anniversary of issuance. Options currently outstanding expire between 2006 and 2011. Additional information with respect to the Company's outstanding stock options is set forth below:

|                                | W<br>A      |         |         |
|--------------------------------|-------------|---------|---------|
| 0 1                            |             | Price . | Number  |
| Options:                       |             |         |         |
| Outstanding, beginning of year | \$          | 20.15   | 58,321  |
| Expired                        |             | 20.00   | (3,750) |
| Granted                        | <del></del> | 15.00   | 30,660  |
| Outstanding, end of year       | _\$         | 18.31   | 85,231  |

The following table summarizes information about stock options at June 30, 2005:

| Exercise Price |       | Options<br>Outstanding | Weighted Average Contractual Life |  |
|----------------|-------|------------------------|-----------------------------------|--|
| \$             | 15.00 | 4,414                  | 1.00 years                        |  |
|                | 26.97 | 10,000                 | 2.25 years                        |  |
|                | 24.51 | 4,877                  | 2.25 years                        |  |
|                | 26.97 | 1,445                  | 2.25 years                        |  |
|                | 25.00 | 3,000                  | 2.50 years                        |  |
|                | 27.00 | 605                    | 3.00 years                        |  |
|                | 29.70 | 470                    | 3.00 years                        |  |
|                | 20.00 | 10,830                 | 4.00 years                        |  |
|                | 15.00 | 18,930                 | 5.00 years                        |  |
|                | 15.00 | 30,660                 | 6.00 years                        |  |
|                |       | 85,231                 | 4.39 years                        |  |

#### **NOTE 10 – COMMITMENTS AND CONTINGENCIES**

There are various claims, lawsuits, and pending actions against the Company, as well as pending regulatory reviews of the Company incident to the operations of its business. It is the opinion of management, after consultation with counsel, that the ultimate resolution of such claims, lawsuits, pending actions, and regulatory reviews will not have a material adverse effect on the Company's financial position, results of operations, or liquidity.

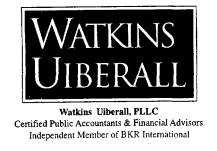
## COMPUTATION OF NET CAPITAL UNDER RULE 15(c) 3-1 (a) (1) UNDER THE SECURITIES EXCHANGE ACT OF 1934

June 30, 2005 and 2004

|   | 2005         | 2004         |  |  |
|---|--------------|--------------|--|--|
| Total capital per financial statements              | \$ 2,902,735 | \$ 2,826,966 |  |  |
| Add:  |              |              |  |  |
| Other (deductions) or allowable credits             | -            | 106,000      |  |  |
| Deductions:   |              |              |  |  |
| Total nonallowable assets                           | (1,945,715)  | (1,784,734)  |  |  |
| Net capital before haircuts on securities positions | 957,020      | 1,148,232    |  |  |
| Haircuts on securities positions:                   |              |              |  |  |
| Exempted securities                                 | (24,562)     | -            |  |  |
| Debt securities                                     | (4,525)      | (14,489)     |  |  |
| Other securities                                    | (26,916)     | (893)        |  |  |
| Certificate of deposit                              |              | (348)        |  |  |
| Net capital   | \$ 901,017   | \$ 1,132,502 |  |  |
| Computation of Basic Net Capital Requirement        |              |              |  |  |
| Aggregate indebtedness                              | \$ 1,322,960 | \$ 1,348,142 |  |  |
| Net capital requirement                             | \$ 250,000   | \$ 250,000   |  |  |
| Excess net capital                                  | \$ 651,017   | \$ 882,502   |  |  |
| Aggregate indebtedness to net capital               | 147%         | 119%         |  |  |
|   |              | <u> </u>     |  |  |

#### Statement Pursuant to Paragraph (d)(4) of Rule 17a-5

There are no material differences between this computation and the corresponding computation prepared by Wunderlich Securities, Inc. and included in the Company's unaudited Part II FOCUS Report as of June 30, 2005, filed by the Company on July 13, 2005, and amended on August 26, 2005.



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#### INDEPENDENT AUDITOR'S REPORT ON INTERNAL ACCOUNTING CONTROL OF A BROKER-DEALER CLAIMING AN EXEMPTION FROM SEC RULE 15c3-3

To the Board of Directors Wunderlich Securities, Inc.

In planning and performing our audits of the financial statements of Wunderlich Securities, Inc. (the Company), for the years ended June 30, 2005 and 2004, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including test of such practices and procedures that we considered relevant to the objectives state in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons.
- 2. Recordation of differences required by rule 17a-13.
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the

practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at June 30, 2005 and 2004, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the Securities and Exchange Commission, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Watkins Cliberall, PLIC

Memphis, Tennessee August 5, 2005